

CURRICULUM VITAE



PERSONAL INFORMATION

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Nationality	Italian
Date of Birth	10 March 1985



SUMMARY

I am a Senior Manager at BearingPoint Italy working for the "Consumer Goods & Retail" market with an extensive experience in managing complex projects for international companies.

During the years, I have gained a broad knowledge by handling several innovative engagements for major players in the market. I have a proactive approach in dealing with business and digital transformations, with particular focus on operating model re-design and implementation for international companies.

Before joining BearingPoint, I worked for PwC, Accenture and Bottega Veneta, spending more than two years abroad working for different clients between China, the Middle East and the United States.

I am a hard-working innovative person who enjoys challenging himself every day in the right working environment. I am confident in managing people, perform business development and build solid relationships with clients and colleagues based on a genuine way of being. A sincere interest in the "Consumer Market" industry has helped me build my knowledge and shape my career until now.

- Industry focus: Luxury, Fashion, Retail, Wholesale, eCommerce, Fast Moving Consumer Goods, Industrial Manufacturing.

- Certifications: Project Management Professional (PMP); Scrum Master (CSM); Professional Coach, Anaplan Model Builder

- Education: Università di Modena e Reggio Emilia; Linköping University of Technology; Yale School of Management

WORK EXPERIENCE

- Dates
- Name and address of employer
 - Type of business or sector
 - Occupation or position held
 - Skills and competences
- Training and certifications

February 2022 → Today

BEARINGPOINT ITALY, via Maurizio Gonzaga 7, 20123 Milano.

Multinational professional services

Senior Manager

Responsible for business development, project and resource management within Consumer Goods & Retail Industry through business and digital transformations for international companies.

During this period I participated to a Leadership Program at the Yales School of Management (Connecticut), I gained the "SCRUM Master" certification issued by Scrum Alliance and the Level 2 certification for Anaplan Model Builder

The main projects and experiences performed during this period are mentioned below:

• Main activities and responsibilities

Project (February 2023 → March 2023): Defined the industrial strategy for a major Italian Luxury Furniture Brand. Identified the strategy and re-designed the production plant to allow the achievement of long-term objectives. Designed a brand-new customer experience for the factory tour to move from a “plant” to a “showroom plant” aimed to increase brand awareness also thanks to the digitalization and boost on social media.

• Skills acquired

- Industrial Manufacturing
- Value stream mapping, re-layout and block layout, capacity planning, logistic flows simplification, lead time reduction

• Main activities and responsibilities

Project (July 2022 → December 2022): Support as Subject Matter Expert a major international Luxury Brand during the evolution of its planning ecosystem. Main focus on process and organization evolution in order to meet the new market context and company long term strategy

• Skills acquired

- Long term evolution of Planning ecosystem
- Management and interface with different suppliers

• Main activities and responsibilities

Project (May 2022 → July 2022): Defined the Distribution planning strategy for a major Italian luxury brand, selected the planning solution to support the new model and created the transformation roadmap based on priorities

• Skills acquired

- Distribution planning strategies
- Anaplan solution

• Main activities and responsibilities

Project (March 2022 → July 2022): Created a proprietary asset aimed to optimize the distribution of goods (push & pull logics combined) on a retail network based on a Demand driven approach. Stock integration cross channel and mutualization.

• Skills acquired

- Stock mutualization
- Proprietary software development

• Main activities and responsibilities

Project (March 2022 → Today): Support through Project Management methodology the creation of a Frozen warehouse of 80.000 pallet capacity of storage. Performed stakeholder management, governance definition, project stream communication, planning, risk management.

• Skills acquired

- Frozen warehousing know-how
- Construction implementation

• Main activities and responsibilities

Project (February 2022 → March 2022): Managed the definition, organization and execution of a “Demand & Supply Planning” training for a customer operating in the Automotive industry

• Skills acquired

- Public speaking
- Demand & Supply planning knowledge

- Dates
- Name and address of employer
 - Type of business or sector
- Occupation or position held
 - Skills and competences

- Training and certifications

March 2016 → Today

PRICEWATERHOUSECOOPERS ADVISORY SPA, via Monte Rosa 91, 20149 Milano.

Multinational professional services

Senior Manager (management consulting)

Drive projects as either Project Manager or Functional Manager for International "Retail & Consumer" companies, aimed to define and execute business transformations on organizations, processes and systems.

Confident in managing teams, performing business development and managing pipeline, building value proposition and proposals, handling negotiation and project economics, creating and executing workshops and trainings.

During this period, I gained the "Project Management Professional" (PMP) certification, the "Professional Coach" certification and I participated to the following trainings: "Scrum & Agile bootcamp", "Presenting with Impact", "Digital Upskilling", "Project Financial management" and "Data Analytics Academy"

The main projects and experiences performed during this period are mentioned below:

- Main activities and responsibilities

Project (April 2021 → February 2022): Assess, design and adoption of the new Financial Planning model, cross channel and cross region. Focus on functional integration between Finance office and Product/Merchandising.

- Skills acquired

- Financial Planning principles
- Rolling OTB logics

- Main activities and responsibilities

Project (September 2020 → July 2021): Design and build the ecommerce website for an important client of the GDO sector. Focus on "Front-End" and Operations management for both Industrial channel (automatic /high volumes) and Service channel (non automatic /low volumes).

- Skills acquired

- Scrum and Agile methodology
- Project management skills for a complex multi-stream engagement

- Skills acquired

- Health masks sector and regulations

- Main activities and responsibilities

Project (January 2020 → September 2020): Managed the Change Management for the rollout of a new planning model worldwide, managing communications, training, fit/gap analysis directly on each country.

- Skills acquired

- Improved English skills
- Improved change management skills

- Main activities and responsibilities

Project (September 2019 → January 2020): Performed an assessment on company operations KPIs, designed and implemented a Sales & Operation Planning Model for a glass packaging producer.

- Skills acquired

- S&OP best practices
- Operations KPIs performance monitoring

- Main activities and responsibilities

Project (July 2019 → December 2019): Introduced industry best practices related to the collection planning, development and deployment for a fast fashion Italian brand.

- Skills acquired

- Collection optimization and store clustering

- Main activities and responsibilities

Project (April 2019 → July 2019): Managed the project management activities connected to the technological transformation due to a Brand spin-off from the Company Group, operating in the Glass design and manufacturing industry.

- Skills acquired

- IT architecture knowledge
- Spin-off activities and requirements

<ul style="list-style-type: none"> • Main activities and responsibilities 	<p>Project (February 2019 → May 2019): Assessed and right sized the organization (HQ and Regional) for an international Italian retail brand. Mapped and optimized specific cross-functional processes, strategic for the firm.</p>
<ul style="list-style-type: none"> <ul style="list-style-type: none"> • Skills acquired 	<ul style="list-style-type: none"> - Organization right-sizing - Industry specific organizational and process knowledge
<ul style="list-style-type: none"> • Main activities and responsibilities 	<p>Project (November 2018 → January 2019): Performed project management activities and quality assurance on a project aimed to implement a new ERP system for a client operating in the Food and Confectionary industry.</p>
<ul style="list-style-type: none"> <ul style="list-style-type: none"> • Skills acquired 	<ul style="list-style-type: none"> - ERP implementation
<ul style="list-style-type: none"> • Main activities and responsibilities 	<p>Project (November 2017 → March 2018): Led a project aimed to allow the business boost for a small English brand. Strategic set-up, brand positioning, go-to-market, target operating model (processes and organization) and implementation roadmap.</p>
<ul style="list-style-type: none"> <ul style="list-style-type: none"> • Skills acquired 	<ul style="list-style-type: none"> - Brand re-launch strategy - Deeper knowledge on Demand and Supply management
<ul style="list-style-type: none"> • Main activities and responsibilities 	<p>Project (January 2017 → November 2017): Participated to define the three-year strategic plan and follow identification of programs and projects to allow its execution. The client was one of the most renowned Italian fashion company. Moreover, I led two key projects as project manager, the first focused on retail function while the second on merchandising and design.</p>
<ul style="list-style-type: none"> <ul style="list-style-type: none"> • Skills acquired 	<ul style="list-style-type: none"> - Manage big transformation program - In-store operations and visual merchandising practices
<ul style="list-style-type: none"> • Main activities and responsibilities 	<p>Project (September 2016 → December 2016): Designed the “target operating model” for an international luxury firm with a focus on the development of an integrated planning model. Defined of processes, roles, responsibilities, and followed implementation of a technological solution.</p> <p>Performed fit/gap analysis of the functional requirements on company’s available tools and later defined and managed the software selection.</p>
<ul style="list-style-type: none"> <ul style="list-style-type: none"> • Skills acquired 	<ul style="list-style-type: none"> - Luxury operating model - Integrated planning practice - target operating model definition
<ul style="list-style-type: none"> • Main activities and responsibilities 	<p>Project (March 2016 → August 2016): Analysed and optimized two core processes on the value chain (collection planning and product development) for an Italian sportswear company. Was instrumental in the rationalization of the organization and introduction of specific KPIs to increase control and governance for collection development process.</p>
<ul style="list-style-type: none"> <ul style="list-style-type: none"> • Skills acquired 	<ul style="list-style-type: none"> - Product development process and roles involved - Master calendar management - Wholesale sportswear operating model
<ul style="list-style-type: none"> <ul style="list-style-type: none"> • Dates 	<p>June 2015 → February 2016</p>
<ul style="list-style-type: none"> • Name and address of employer 	<p>BOTTEGA VENETA, via Ercole Marelli 6, 20139 Milan, Italy.</p>
<ul style="list-style-type: none"> <ul style="list-style-type: none"> • Type of business or sector 	<p>Luxury Good & Jewellery</p>
<ul style="list-style-type: none"> <ul style="list-style-type: none"> • Occupation or position held 	<p>WW Merchandising</p>
<ul style="list-style-type: none"> <ul style="list-style-type: none"> <ul style="list-style-type: none"> • Skills and competences 	<p>Corporate Merchandising Planning and Project Management. Drive budget allocation, review and approve regional merchandising plans. Support planning model transformation and its deployment from both functional and organizational prospective. Support the brand in harmonizing the internal processes, while building a “common ground” with other brands of the group.</p>

- Dates
- Name and address of employer
 - Type of business or sector
 - Occupation or position held
 - Skills and competences

June 2011 → May 2015

ACCENTURE ITALY SPA, via Maurizio Quadrio 17, 20154 Milan, Italy

Management and Information Technology Consulting

Consultant (system integration, management consulting)

Deep knowledge of planning processes for international companies within the “Fashion & Luxury” industry. This includes “Strategic Planning”, “Merchandising Planning”, “Demand Planning”, “Assortment Planning & Buying”, “Distribution Planning” and “In-Season Planning”. Confident with all activities, roles and metrics included in these processes.

Skilled in business process optimization from the collection of strategic requirements till final deployment including change management activities. Competent in main project management activities such as project planning and estimation, resource planning, management of economics and project monitoring and control.

In addition, experienced with projects aimed at implementing software solutions, in particular, the “Oracle Retail” system (RPAS - Retail Predictive Application Server).

- Training and certifications

During this period, I participated to the following trainings: “Presentation Dynamics”, “Effective Communication”, “Achieving Meeting Results” and “Leadership & Coaching”.

The main projects and experiences performed during this period are mentioned below:

- Main activities and responsibilities

Project (January 2014 → June 2015): Designed the processes of Assortment Plan for the Italian “fast fashion” leader. Main responsibilities: project estimation, resource planning, managing the analysis and design phase of the new processes. Moreover, supported in Contract definition and Economics.

- Skills acquired

- Project Estimation, Resource Plan, Economics
- Increased capabilities in managing a Team
- Fast fashion business model

- Main activities and responsibilities

Project (November 2013 → December 2013): Analysed and optimized the buying process of high rotating items managed through replenishment for one of the most important Italian retailer and finalized the requirements and design of the new process handled with custom forecasting principles.

- Skills acquired

- Pull Buying system based on market demand and sales potential
- Replenishment principles

- Main activities and responsibilities

Project (September 2013 → October 2013): Managed a “Proof of Concept” on Merchandise Planning process on the solution Oracle RPAS for a client considered the Italian leader in fashion/apparel (fast fashion). Project aimed to introduce planning processes able to manage needs of a typical “Fast Fashion” business.

- Skills acquired

- Fast Fashion planning principles
- Build a POC on a middleware

- Main activities and responsibilities

Project (June 2013 → August 2013): Analysed and reviewed the planning processes for the Wholesale channel of a client considered the market leader for glasses and lenses.

- Skills acquired

Increased knowledge on wholesale planning principles.

- Main activities and responsibilities

Project (April 2013 → May 2013): Functional Analyst in the analysis phase of a “CRM Analytics” project held in Mason (Ohio, USA). The client was the world leader in glasses and lenses. My role was to support in gathering Marketing requirements and guarantee their fit with overall Marketing strategy.

- Skills acquired

- Marketing strategy and data
- Data integration

- Main activities and responsibilities

- Skills acquired

- Main activities and responsibilities

- Skills acquired

- Dates

- Name and address of employer

- Type of business or sector

- Occupation or position held

- Main activities and responsibilities

- Skills and competences

CERTIFICATIONS

- Dates

- Name of the Certification

- Name of the Organization providing the Certification

- Dates

- Name of the Certification

- Name of the Organization providing the Certification

Project (June 2012 → May 2013): project executed entirely in Middle East for a major local retailer. Defined the new planning operating model and organization and implemented the solution Oracle Retail.

- Increased knowledge on “Merchandise Planning”
- Retail Accounting Method
- Management of a team under my responsibility
- Handle the big complexity characteristic of the client (processes and organizational structure)
- Knowledge on Sales Forecasting methods

Project (January 2011 → May 2012): Analysed and designed the “Merchandise Financial Planning” process for one of the most important Italian clients operating in the luxury retail market worldwide and implemented the Oracle RPAS solution to cover this process.

After an initial period in Milan, I took charge of the process/system rollout for China market in Shanghai and for the US market in New York.

- Build a Sales and Stock plan aimed to drive buying activities
- Increased confidence in speaking in front of an audience (in both Italian and English)
- Better work organization
- Oracle RPAS Application

October 2010 → April 2011

IBM ITALY SPA, Circonvallazione Idroscalo 20090, Segrate Milan, Italy

Information and communication technology

Internship within Software Group IBM – Working as a Business Analyst

Analyse the competition to address new products and software solutions in the market. Prepare and actively share of "demo presentations" and "proof of concepts" to clients.

Support marketing activities such as event organization, market analysis and strategy implementation. Monitor and control weekly forecasting previews. Focus on two main areas of business: “Business Process Management” and “Supply Chain Management”.

- Ability to analyse data and address action plan
- Manage relationships with clients
- Ability to interact in a complex organization

May 2022 → Today

Scrum Master (CSM)

Scrum Alliance

October 2017 → Today

PMP - Project Management Professional

PMI - Project Management Institute

EDUCATION

<ul style="list-style-type: none">• Dates• Name and type of organization providing education• Principal subjects/occupational and topics covered• Title of qualification awarded	<p>March 2023</p> <p>University of Yale (Connecticut, US) – School of Management</p> <p>Power and Presence, Courageous Conversations, Leadership Styles, Strategic Prioritization and Control Points, Social Capital and Social Networks, Experimentation, Networks for Innovation, Reframing, Positive Energizing, Connected Leadership, Become a Senior Leader</p> <p>Executive Leadership Certification</p>
<ul style="list-style-type: none">• Dates• Name and type of organization providing education• Principal subjects/occupational and topics covered• Title of qualification awarded• Level in national classification	<p>March 2009 → April 2011</p> <p>University of Modena and Reggio Emilia, Faculty of Engineering</p> <p>Corporate Finance, Advanced Design of Production Systems, Integrated Logistics, Mathematical Methods for Engineering, Management Control Systems, Human Resource Management, Operational Research 2, Telecommunication Networks, Technology of Materials and Production Processes, Human-Machine Interaction.</p> <p>Master's degree in Industrial Engineering</p> <p>Second level degree.</p>
<ul style="list-style-type: none">• Dates• Name and type of organization providing education• Principal subjects/occupational and topics covered• Title of qualification awarded	<p>August 2009 → June 2010</p> <p>Linköping University, Sweden, Faculty of Engineering</p> <p>Entrepreneurship, Quality and Engineering Management, Supply Chain Optimization, Project Management and Innovation.</p> <p>Erasmus Certificate</p>
<ul style="list-style-type: none">• Dates• Name and type of organization providing education• Principal subjects/occupational and topics covered• Title of qualification awarded• Level in national classification	<p>September 2004 → March 2009</p> <p>University of Modena and Reggio Emilia, Faculty of Engineering</p> <p>Industrial Quality, Economics and Management, Fundamentals of Industrial Plant, Operations Research 1, Management Systems Control, Management of Industrial Plants, Management of Innovation, Industrial Logistics, Models of Production Systems, Organizational Systems, Information Flows, Fundamentals of Computer, Construction Machinery, Construction Sciences, Manufacturing Studies, Mathematics 1 & 2, General Physics 1 & 2, Chemistry, Linear Algebra, Statistics and Numerical Analysis</p> <p>Bachelor's degree in Industrial Engineering</p> <p>First level degree</p>

PERSONAL SKILLS AND COMPETENCES

MOTHER TONGUE

OTHER LANGUAGES

- Level

ITALIAN

ENGLISH

Advanced

I achieved an advanced level after one year period in Sweden as “exchange student” (Erasmus program). Further improvement of my language skills during many experiences abroad for business reasons:

- 12 months in Dubai, United Arab Emirates
- 6 months in Shanghai, China
- 6 months in New York and 3 months in Cincinnati, Ohio, USA

SOCIAL SKILLS

I have an interactive approach characterized by motivation and enthusiasm and excel at collaboration and teamwork gained through work experience and early years spent among different basketball teams (twelve years) as a player and as a coach.

ORGANIZATIONAL SKILLS

My organizational skills were owned while performing several projects for different consulting companies. These, characterized by heavy workloads and strict deadlines, increased both my organizational skills and my attention to each team member growth.

TECHNICAL SKILLS

- Applications
- Middleware

Microsoft Windows, Microsoft Office. IBM Lotus. Tableau

Board, Akeron, Oracle RPAS (Retail Predictive Application Server). Anaplan. O9. IBM ILOG Logic Net Plus. WebSphere Lombardi Edition.

OTHER CHARACTERISTICS AND INTERESTS

Great passion for the sport in general, especially for basketball and tennis. Some of my main interests are mountain and travels.

LICENSES

Car owner - driver's license (Class A & B).